

December 12, 1995

TO: ALL W.A.M. DISTIRBUTOR RJR RSM's & ACCT. MANAGERS

RE: W.A.M. DISTRIBUTOR CONTACT NEEDS

Attached is a document that outlines "Meeting Objectives", original rationale for the WAM Test and why we have formally cancelled the WAM 10¢ Accrual portion of the program.

Our objective is to immediately contact each of the W.A.M. distributors with the RJR RSM and Account Managers present. Home Office personnel will also be attending selected meetings. The plan is as follows:

<u>Distributor</u>	<u>Regional Manager/Home Office</u>	<u>Account Manager</u>
Pine State	Larry Schreiber, Bryan Stockdale, R. Kane	E. Venooker
Minter-Weisman	Larry Schreiber, Bryan Stockdale, T. Renehan	G. Palmer
C. M. Sledd	Bruce Hatter, Scott Steen, P. Schmidt	T. Varde
Axton	Bruce Hatter, Scott Steen, L. T. Poole	D. Murley
Hagmans - Bill/Ken	Bruce Hatter, Scott Steen, D. Garrison	D. Brendel
Cash WA Dist.	Bruce Hatter, Scott Steen, D. Garrison	S. Meyers
City Wholesale	J. Best, B. Rissler	Bo Wass
Southco	Wayne Tucker	Julie Sanders
MarMax - Rockland	S. Karambelas	P. Stromgren
MarMax - Des Moines	S. Karambelas	K. Claxton
City Sales, Inc.	S. Karambelas	S. Pagane
Cooper-Booth	P. Schmidt	C. Moser
A. E. Wease Dist.	C. Van Horn-Dern	N. Peterson
Gem State - Pocatello	G. Haisch	D. Stewart
Gem State - Albuquerque	D. Garrison	M. Moore
Mountain Service	R. Farmer	R. Tanchyk
Peter Dennis	M. Young	L. Wolfe
Gummer Wholesale	L. Poole	N. McCleary

Please advise Larry Schreiber, with a copy to your AVP, the results of your discussions. Hopefully, we will have your response by the week of December 18, 1995.

Thank you for your cooperation.

Jim

J. V. Maguire

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Attachment

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